

Message Text

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ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-06 RSC-01 /018 W

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P R 241154Z OCT 74

FM AMEMBASSY NEW DELHI

TO SECSTATE WASHDC PRIORITY 4779

INFO AMEMBASSY ISLAMABAD

AMCONSUL BOMBAY

AMCONSUL CALCUTTA

AMCONSUL KARACHI

AMCONSUL LAHORE

AMCONSUL MADRAS

UNCLAS NEW DELHI 14317

PLEASE PASS COMMERCE

E.O. 11652: N/A

TAGS: BEXP, XB

SUBJ: MINE/MINE PLANT PROCESSING/EARTHMOVING AND
CONSTRUCTION EQUIPMENT TRADE MISSION

REF: STATE 232174

1. YOUR 232174, OCTOBER 23, WAS WELL WORTH WAITING FOR.
CONGRATULATIONS TO HERB SOCKS AND ASSOCIATES FOR AN OUTSTANDING
SOLICITATION PERFORMANCE. WE ARE GRATIFIED AND GRATEFUL THAT SO MANY
INDUSTRY LEADERS AGREED TO PARTICIPATE.

2. IN VIEW OF THE EXCEPTIONALLY LARGE SIZE OF THE MISSION,
WHICH MAY REACH A TOTAL OF TWENTY MEMBERS, WE BELIEVE IT ESSENTIAL
TO HAVE TWO COMMERCIAL OFFICERS AND TWO SENIOR FSLs ACCOMPANYING
THE MISSION THROUGHOUT ITS INDIA VISIT. WE WILL COORDINATE THE
VISIT WITH OUR CONSULATES GENERAL IN BOMBAY AND CALCUTTA. IT IS
OUR INTENTION TO SUPPORT AND SUPPLEMENT THE CONSULATES LIMITED
MANPOWER RESOURCES AND THUS ENABLE THEM TO FULLY PROMOTE THE
INTERESTS AND ACCOMMODATE THE NEEDS OF THE MISSION MEMBERS IN THEIR
RESPECTIVE CONSULAR BAILIWICKS.

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3. IN ORDER TO DO SO WE WILL REQUIRE A SOMEWHAT LARGER BUDGETARY

APPRPRIATION TO COVER THE ABOVE AND THE TRAVEL PER DIEM COSTS TO BE INCURRED BY THE EMBASSY ADVANCE MEN. WE ESTIMATE THE ADDED COSTS WILL REQUIRE A BUDGET APPROPRIATION OF DOLS3,050 INSTEAD OF DOLS2,100 SUBMITTED WITH OUR COUNTRY COMMERCIAL PROGRAM (CCP). SINCE TRAVEL BY THE EMBASSY ADVANCE MAN TO NAGPUR, AND BY THE CONSULATE CALCUTTA ADVANCE MAN TO JAMSHEDPUR, AND POSSIBLY DHANBAD, SHOULD BEGIN ASAP, WE REQUEST THAT YOU CABLE THE NECESSARY FISCAL DATA.

4. WE HAVE REVIEWED THE REPRESENTATION STATUS OF THE 17 COMPANIES MENTIONED IN THE REFERENCED TELEGRAM. TWO, EIMCO AND INGERSOLL-RAND, HAVE EFFICIENT INDIAN SUBSIDIARIES AND ARE WELL ENSCONED IN THIS MARKET.

5. J.I. CASE, EUCLID INTERNATIONAL, CLARK EQUIPMENT CO., HARNISCHFEEGER CORP. AND CATERPILLAR CORPORATION ARE REPRESENTED, AND IN MOST CASES, WELL REPRESENTED. WE, THEREFORE, ASSUME THESE TWO CATEGORIES WILL HAVE NO NEED FOR AGENCY FINDING SERVICES.

6. ACCORDING TO OUR RECORDS THE FOLLOWING ARE NOT REPRESENTED IN INDIA: N.L. INDUSTRIES INTERNATIONAL; MOUNTAIN STATES MINERAL ENTERPRISES; HAZEN RESEARCH; JOHNSON AND ANDERSON; SVERDRUP AND PARCEL CO., AND PEABODY COAL CO. KINDLY LET US KNOW IF THEY SEEK AGENCY REPRESENTATION SO THAT WE CAN BEGIN ACTING ON THEIR BEHALF ASAP.

7. THE AGENCY STATUS OF THE FOLLOWING PARTICIPANTS IS UNCLEAR. ALLIS CHALMERS IS REPRESENTED BY THREE SEPARATE INDIAN FIRMS; INTERNATIONAL HARVESTER BY TWO, WHILE GENERAL MOTORS HAS AN AGENT COVERING ITS CONSTRUCTION, EARTHMOVING AND MOTORIZED TRUCK PRODUCT LINES. PLEASE NOTE, HOWEVER, THAT WE HAVE NO RECORD OF ANY INDIAN AGENTS FOR THEIR MINING EQUIPMENT OR MINE PROCESSING MACHINERY PRODUCT LINES. KINDLY LET US KNOW IF THESE THREE ARE ALSO INTERESTED IN SECURING INDIAN REPRESENTATIVES.

6. WE ARE COLLECTING A NUMBER OF MINING INDUSTRY OR RELATED FILMS TO ENABLE US TO MOUNT FILM SHOWINGS TO SUPPLEMENT THE IMPACT OF THE MISSION'S VISIT. AS ALWAYS, WE EXPECT TO HAVE THE FULL SUPPORT OF USIS BUT WOULD WELCOME ADDITONAL FILMS FROM EITHER UNCLASSIFIED

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THE PARTICIPATING FIRMS OR THE BUREAU OF MINES. IT IS RECOMMENDED THAT ANY FILMS PROVIDED BE SENT TO THE EMBASSY VIA AIR POUCH. ANY OTHER MEANS OF TRANSMISSION WOULD RESULT IN LONG CUSTOMS CLEARANCE DELAYS.

7. WE ARE LOOKING FORWARD TO THIS UNIQUE TRADE MISSION AND SHARE YOUR CONFIDENCE THAT IT WILL PRODUCE A MOST FAVORABLE AND

HIGHLY IMPRESSIVE IMPACT IN INDIA.SCHNEIDER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 24 OCT 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974NEWDE14317
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740305-0709
From: NEW DELHI
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19741020/aaaaaqju.tel
Line Count: 116
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: STATE 232174
Review Action: RELEASED, APPROVED
Review Authority: cunninfx
Review Comment: n/a
Review Content Flags:
Review Date: 05 MAR 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <05 MAR 2002 by chappeld>; APPROVED <11 FEB 2003 by cunninfx>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MINE/MINE PLANT PROCESSING/EARTHMOVING AND CONSTRUCTION EQUIPMENT TRADE MISSION
TAGS: BEXP, XB
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005